

Message Text

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PAGE 01 DAMASC 02852 051003Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W
-----060229Z 012716 /73

R 050638Z MAY 77
FM AMEMBASSY DAMASCUS
TO USDOC WASHDC
INFO SECSTATE WASHDC 2955
AMEMBASSY ATHENS

UNCLAS DAMASCUS 2852

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP SP
SUBJ: DAMASCUS INTERNATIONAL FAIR

REF: USDOC 8115, DAMASCUS 2732

1. IN RESPONSE TO USDOC REQUEST, PARA 3, ABOUT ARRIVAL OF A-1 SYSTEM, WE CALL YOUR ATTENTION TO PARA 6 OF DAMASCUS REFTEL, IN WHICH WE INFORMED USDOC OF ARRIVAL APRIL 28 OF SYSTEM IN PORT OF LATTAKIA. WE ARE AWAITING CUSTOMS CLEARANCE, AND SYSTEM SHOULD BE AVAILABLE FOR INSPECTION IN DAMASCUS WITHIN ONE OR TWO WEEKS.

2. FOLLOWING LIST OF COMPANIES HAVE COMMITTED THEMSELVES AS OF MAY 4 TO EXHIBIT IN US PAVILION (SOURCES: USDOC AND ATHENS COLES AND CONTACTS WITH DAMASCUS AGENTS OF US FIRMS AND VISITING US REPS): CATERPILLAR, (150M2 OUTDOORS), JOHN DEERE, (50M2),
FOXBORO (3X4 BOOTH), DOW (3X4), POWERCURBER (75M2),
CLARKE-GRAVELY (3X5), SOLA BASIC (3X4), INGERSOLL-RAND (200M2), INTERNATIONAL HARVESTER (150M2), J.I. CASE (50M2), GENERAL MOTORS (1353M2), APPLIED POWER (300M2), UNIVERSAL OVEN (3X5). IN ADDITION, LARGE LOCAL DISTRIBUTOR
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HAZIR HADAYA, HAS ASKED FOR SIX 3X4 BOOTHS TO DISPLAY GENERAL ELECTRIC, KELVINATOR, AMANA, SINGER, AND OTHER US APPLIANCES.

3. COMMITMENTS KNOWN TO US TO DATE: ELEVEN BOOTHS OUT OF APPROXIMATELY 32-34 AVAILABLE; 2328 M2 OUTDOORS OUT OF 3000-3200 M2 AVAILABLE. PLEASE LET US KNOW ASAP ADDITIONAL

COMMITMENTS IN WASHINGTON OR ATHENS.

4. VERY PLEASED ABOUT ACCEPTANCE OF UNIVERSAL OVEN. FIRM IS
BIDDING ON VERY LARGE SYRIAN BAKERIES TENDER, AND WE
RECRUITED HARD COMPANY VICE PRESIDENT DURING HIS
RECENT DAMASCUS VISIT. WE ENVISIONED A WORKING US-MADE
OVEN DISPENSING ARABIC BREAD TO THE SYRIAN MASSES -- SURE
FIRE SMASH HIT.

5. WE HAVE RECEIVED PA'S AND CHECKS HERE FOR ONLY THREE
FIRMS: INGERSOLL-RAND (6000 DOLS), POWER CURBER (2250
DOLS) AND APPLIES POWER (9000 DOLS). SHOULD WE KEEP DOCUMENTS
OR POUCH THEM TO USDOC? PLEASE ADVISE.
MURPHY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 05-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977DAMASC02852
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770158-0869
Format: TEL
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770591/aaaadapp.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6682179a-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 DAMASCUS 2732
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 26-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2634371
Secure: OPEN
Status: NATIVE
Subject: DAMASCUS INTERNATIONAL FAIR
TAGS: BEXP, SP
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/6682179a-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009